

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W

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R 120900Z JUN 74

FM AMEMBASSY KUWAIT

TO USDA WASHDC

USDOC WASHDC

INFO SECSTATE WASHDC 9934

LIMITED OFFICIAL USE KUWAIT 2443

FOR FAS/G AND F/ROBERT BIEBER

EO 11652: NA

TAGS: EAGR, BBAK, KU

SUBJ: LARGE RICE DEAL PENDING

REF: A) KUWAIT 0858; B) KUWAIT 2338

1. REF B, NOTED LARGELY GOK-OWNED KUWAIT SUPPLIES CO (SEE REF A FOR BACKGROUND ON COMPANY) WAS SERIOUSLY CONSIDERING BUYING 20,000 MT NO 2 AND 3 LONG GRAIN WHITE RICE, 4 TO 20 PERCENT BROKEN FOR EARLY FALL DELIVERY AND REQUESTED USDA NOTIFY RICE OWNERS KSC WOULD LIKELY WISH PURCHASE ADDITIONAL 20,000 IN LATE FALL.

2. EMBASSY HAS NOW BEEN CONTACTED BY KSC AND REQUESTED TO HELP THEM GET QUOTES FROM ANY LEGITIMATE RICE SUPPLIERS WHO CAN DELIVER BY EARLY FALL. KSC STILL VACILLATING OVER WHETHER ACCEPT OFFERS OF 10,00 MT EACH OF RICE FROM "RIVIANA FOODS INC" OF HOUSTON, TEXAS AND CHEMICAL INDUSTRIES OF PHOENIX, ARIZONA WHICH OFFERING RICE AT APPROXIMATELY "\$600 PER MT". KSC WANTS ADDITIONAL QUOTES FOR COMPARISON AND PROBABLY WARD OFF ANY POTENTIAL CRITICISM ABOUT DEAL.

3. REQUEST USDA IMMEDIATELY NOTIFY ANY SUPPLIERS BELIEVED TO HAVE APPROPRIATE RICE AVAILABLE FOR DELIVERY TO KUWAIT IN EARLY FALL. OFFERS SHOULD GO TO TAREQ AL-BARRAQ, TELEX 2311, KWT.

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4. COMMENT: THIS FIRST TIME EMBASSY HAS HEARD WHO KSC DEALING WITH, AND WE WOULD APPRECIATE USDA COMMENT RE LIKELIHOOD THESE COMPANIES CAN ACTUALLY DELIVER RICE AS OFFERED. KSC STAFFED BY PEOPLE LARGELY INEXPERIENCED IN FOOD BUSINESS, AND YET BECAUSE THEY CHARGED BY GOK WITH CONTROLLING PRICES ON ESSENTIAL COMMODITIES THEY ARE NOW MOST IMPORTANT FOOD IMPORTERS IN THE COUNTRY. THIS WOULD BE THEIR FIRST TRANSACTION WITH US, AND WE WANT INITIAL EXPERIENCE TO BE SUCCESSFUL ONE.
MCCLELLAND

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